

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 AID-05 CIAE-00 COME-00 FRB-03

INR-07 NSAE-00 TRSE-00 XMB-02 OPIC-03 SP-02 CIEP-01

LAB-04 SIL-01 OMB-01 SS-15 NSC-05 SSO-00 NSCE-00

INRE-00 /069 W

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O 181140Z MAR 75

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC IMMEDIATE 2263

LIMITED OFFICIAL USE BELGRADE 1249

E.O. 11652: N/A

TAGS: OVIP (BIJEDIC), YO

SUBJ: ADVANCE INDICATION OF ECONOMIC SUBJECTS FOR
BIJEDIC/SMOLE VISIT TO U.S. (KOSOVO THERMOELECTRIC
POWER PLANT)

REF: A. BELGRADE 1013 B. BELGRADE 1157

1. LOCAL WESTINGHOUSE REP (KOSTIC/PROGRES) ADVISES
THAT SMOLE WILL RAISE KOSOVO PROJECT DURING HIS VISIT
TO U.S. AND WILL INDICATE YUGOSLAV INTEREST IN U.S.
EQUIPMENT IF ACCEPTABLE EXIM AND COMMERCIAL BANK
FINANCIAL PACKAGE CAN BE PUT TOGETHER.

2. KOSTIC TELLS US THAT KOSOVO GOVT AUTHORITIES
STRONGLY SUPPORT CONTRACT FOR POWER PLANT GOING TO WEST
AND THAT SMOLE HAS AGREED MENTION PROJECT WHILE IN U.S.
KOSOVO TEAM HAS RETURNED FROM SOVIET UNION
AND BELIEVES THAT SOVIETS INFERIOR ON TECHNICAL
GROUNDS TO THAT AVAILABLE FROM WEST, ALTHOUGH
COMMERCIAL ASPECTS UNMATCHABLE ANYWHERE.

3. HE BELIEVES THAT WESTINGHOUSE IN LEAD ON GENERATORS
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AND ELECTRICAL PACKAGE, WITH MAJOR SERIOUS COMPETITION

COMING FROM FRENCH WHO BACKED BY COFACE AND OTHER FINANCIAL HELP AND ALSO CONSIDERED VERY ACCEPTABLE TECHNICALLY. GERMANS HAVE DROPPED BEHIND BECAUSE OF INABILITY TO OFFER GOOD FINANCIAL TERMS. KEY TO WESTINGHOUSE'S SUCCESS WILL BE FINANCIAL TERMS.

4. ON BOILERS HE BELIEVES CHOICE IS BETWEEN CANADIANS AND BABCOCK-WILCOX U.S., WITH DECISION VERY MUCH A TOSS-UP.

5. KOSTIC HAS ASKED DEPT PASS ON FOREGOING TO WESTINGHOUSE AND WE CONCUR. WOULD BE USEFUL IN OUR JUDGEMENT FOR SENIOR WESTINGHOUSE OFFICIALS HAVE SOME OCCASION MEET SMOLE WHILE HE IN U.S. WE RECOGNIZE THAT CROWDED SCHEDULE PROBABLY PRECLUDES ANY SEPARATE APPOINTMENT. BUT PERHAPS OPPORTUNITY COULD BE FOUND INCLUDE THEM IN SOCIAL EVENT, IF NOT IN WASHINGTON THEN PERHAPS IN NEW YORK.

MILLER

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 MAR 1975
Decapton Date: 01 JAN 1960
Decapton Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ShawDG
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BELGRA01249
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750094-0016
From: BELGRADE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750342/aaaabljl.tel
Line Count: 78
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 BELGRADE 1013, 75 BELGRADE 1157
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 02 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <02 JUL 2003 by KelleyW0>; APPROVED <22 DEC 2003 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: ADVANCE INDICATION OF ECONOMIC SUBJECTS FOR BIJEDIC/SMOLE VISIT TO U.S. (KOSOVO THERMOELECTRIC
TAGS: OVIP, YO, (BIJEDIC)
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006